

ANNUAL GIVING
1993-1994

ANNUAL

GIVING

REPORT

1992-93



Concordia
UNIVERSITY

REAL EDUCATION FOR THE REAL WORLD

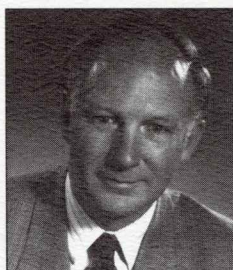
MESSAGE FROM THE RECTOR

On behalf of the entire University community, I would like to express my gratitude for your support of the Annual Giving Programme.

Your contributions promote the academic development of our faculties, the creation of additional scholarships, fellowships and bursaries, the enrichment of our library collections, the growth of research and creative activities, and the enhancement of our athletic facilities.

As alumni and friends of Concordia, members of our extended family, you have stated your commitment to the University and to our common belief in the importance of quality higher education. Through its superior teaching, innovative research and intellectual leadership, Concordia continues to move along the path of educational excellence.

This year, the inauguration of the J.W. McConnell Building - home of the R. Howard Webster Library, the Leonard and Bina Ellen Art



Gallery, the J.A. DeSève Cinema and the Birks Student Service Centre - marked a milestone in the University's existence. We now have an attractive and highly functional building in which people study, work and continue to build the University's future.

Together, we made it happen. Thank you for your ongoing faith in our efforts, allowing us to pursue the fulfilment of Concordia's vital mission within our society.

Dr. Patrick Kenniff, B.Sc.'64, B.A.'65
Rector and Vice-Chancellor

MESSAGE FROM THE GENERAL CHAIR

I am extremely pleased to report that we have raised \$1.85 million, surpassing our overall fundraising goal of \$1.7 million by a comfortable margin. This is the result of the combined efforts of 344 alumni, faculty, staff and parent volunteers actively involved in all divisions of the Annual Giving Programme, as well as the Capital Gifts area and other members of the University Community who are soliciting gifts for special purposes.

It is also most gratifying to see an increase in the number of donors who have chosen to support Concordia University. This year, the total number of donors grew to more than 8,200 individuals and corporations, a 12% increase over 1991-92. But the real growth comes from our own alumni with close to 5,000 contributors, representing a 19% increase over last year.

Highlights of the 1992-93 Annual Giving campaign include: an important increase in the number of personal and corporate canvassers in Montreal, Toronto and Ottawa; two extremely successful phonathons — the annual alumni event, and the first Parents Phonathon; a special Concordia Shuffle with proceeds dedicated to the memory of four Concordia professors tragically killed on August 24, 1992.

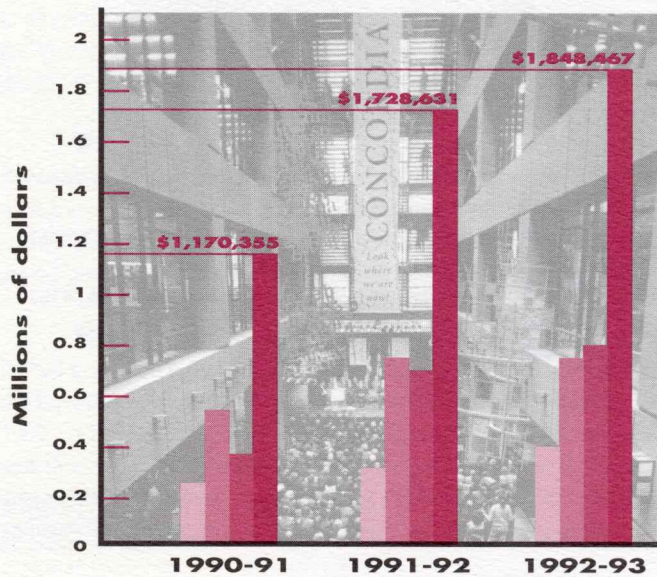


As a graduate, member of the Board of Governors and General Chair of the Annual Giving Programme, I take great pride in the accomplishment and fulfilment of Concordia's goals of academic innovation, excellence and accessibility. As donors, you demonstrate your faith in the future of this dynamic institution.

I wish to take this opportunity to thank all our donors, as well as the volunteer leadership, the canvassers, the committee members and the Advancement staff who worked together in making this campaign our most successful yet.

Humberto Santos, B.Comm.'75, M.B.A.'79
General Chair
Annual Giving 1992-93

ANNUAL GIVING AND CAPITAL GIFTS (THREE-YEARS PROGRESSION)



Alumni
 Univ. Comm & Friends*

Corp. & Found
 Total

	1990-91	1991-92	1992-93
ALUMNI	\$ 261,385	\$ 300,902	\$ 397,665
CORPORATIONS & FOUNDATIONS	537,952	752,608	683,182
UNIVERSITY COMMUNITY & FRIENDS*	371,018	675,121	767,620
TOTAL	\$1,170,355	\$1,728,631	\$1,848,467

* includes contributions from faculty, staff, students, parents and friends.

1992-93 ANNUAL GIVING AND CAPITAL GIFTS SOURCES

Alumni
 21.5 % / \$397,665

Parents
 1% / \$20,424

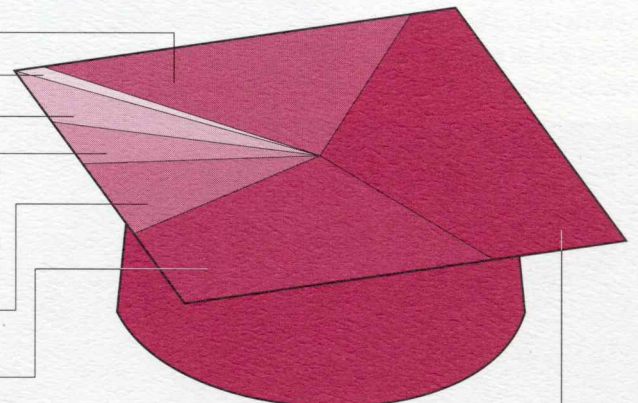
Students
 5% / \$89,013

Leadership Names
 5.5% / \$102,046

Faculty + Staff
 7% / \$133,717

Friends
 23% / \$422,420

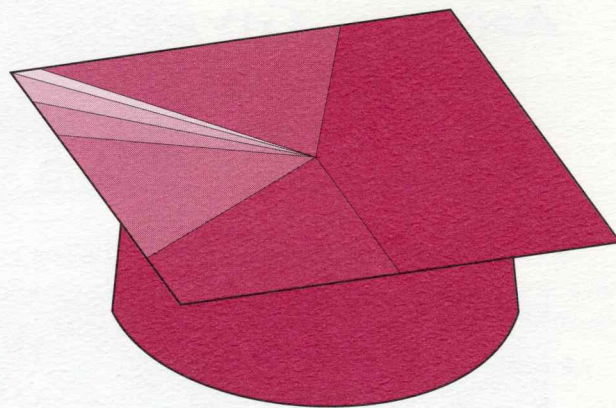
Corporations + Foundations
 37% / \$683,182



1992-93 ANNUAL GIVING AND CAPITAL GIFTS - DESIGNATIONS

The University has singled out five important areas of on-going need for which government funding is either inadequate or not available. The objective of the Annual Giving Programme is to raise financial support for these priorities. Unrestricted funds (not designated by the donor to one of the five priorities) are allocated by the University to areas of greatest need. In recent years, most unrestricted funds have gone to Scholarships and Bursaries.

ANNUAL GIVING PRIORITIES



	Research and Creative Projects: (1.6%)
	Athletics: (4.4%)
	Fellowships and Scholarships: (15%)
	Library Acquisitions: (6.1%)
	Faculty Development Funds: (16.2%)
	Others: (13%)
	Unrestricted: (43.7%)

SCHOLARSHIPS AND FELLOWSHIPS

RESEARCH AND CREATIVE PROJECTS

LIBRARY ACQUISITIONS

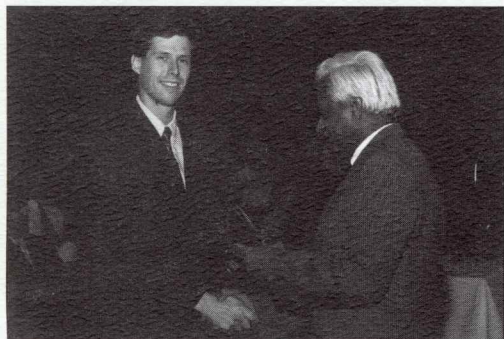
A special Library Development Fund was created and in the last four years, a total of \$136,398 has been transferred to the Concordia Libraries as a result of the Annual Giving Programme.

ATHLETICS

Funds are designated to the installation and enhancement of Concordia's new Stadium at the Loyola Campus and other athletic facilities.

THE FACULTY DEVELOPMENT FUND

Since the start of the programme in 1988, considerable sums have been raised to support distinctive priorities within the following faculties: Arts and Science, Commerce and Administration, Engineering and Computer Science, and Fine Arts. Unrestricted funds designated to each of the four Faculties are disbursed every year through a special committee which is chaired by the Dean, and has representation from faculty, staff, alumni and an advancement professional. Listed below are some of the projects funded by the Annual Giving Programme in each faculty:



On November 24, 1992, Dr. M.N.S. Swamy, Dean of Engineering and Computer Science, awarded a \$250 prize to 62 meritorious students on the Deans Honour List.

TOTAL FUNDS DESIGNATED
TO EACH FACULTY
(RESTRICTED AND
UNRESTRICTED GIFTS SINCE 1988)

FACULTY OF ARTS AND SCIENCE \$76,870

This year, in keeping with the faculty's objective to increase the enrollment of women in science, \$4,000 went towards a scholarship to the Summer Institute in Chemistry for a woman undergraduate; \$6,000 was provided to support a female graduate student in Physics. Another \$1,000 was allocated to the student association representing Concordia at the annual Harvard Model United Nations simulation and the Native Student Center received a \$3,000 special project fund.

FACULTY OF COMMERCE AND ADMINISTRATION \$62,843

Following the launch of the Master of Science in Administration programme, four new scholarships were created and awarded to students based on academic achievement. Each scholarship has a value of \$2,000.

FACULTY OF ENGINEERING AND COMPUTER SCIENCES \$67,044*

During the past two years, unrestricted funds have been used to reward students on the Dean's Honour List. All full-time Engineering and Computer Science students with an overall minimum Grade Point Average of 3.7 were awarded a \$250 prize for their excellent academic standing.

* This year, engineering students contributed an additional \$83,000 towards the purchase of equipment.

FACULTY OF FINE ARTS \$30,919

Unrestricted funds were allocated to the Faculty's greatest need - Scholarships and Bursaries for deserving and needy students. As a result, six new Fine Arts Development Scholarships and an additional six Bursaries were created and will be awarded annually to full-time, undergraduate Fine Arts students. Each has a value of \$1,000.

THE CONCORDIA P.R.I.D.E. PROGRAMME

Launched in 1990, the Concordia P.R.I.D.E. Programme (Parents Involved in the Development of Education) aims to keep parents informed and actively involved with the University throughout their sons' and daughters' Concordia experience.

The various elements of this special programme include an annual parent orientation evening, bi-annual P.R.I.D.E. newsletters, invitations to University events and the guidance of a parents' Advisory Committee, chaired by the Dean of Students. There are currently 1,600 parents who are members of the programme and this number increases every Fall.

With the guidance of the Advisory Committee, parents are invited to support Concordia's on-going library needs by contributing to the Parents' Library Fund. On the evening of February 15th and 22nd, 1993, 23 volunteer parents called on their fellow P.R.I.D.E. members to seek their support for the Annual Giving Programme. With a minimum donation of \$50, parents were offered the opportunity to "Adopt-a-Book", and have their names appear on a bookplate in a new library book.

Considering the \$9,000 objective, the response to the first-ever P.R.I.D.E. Phonathon was overwhelming - an outstanding \$16,464 was raised! This translated into 330 new books. Through a special mailing, parents of graduating students contributed an additional \$3,960, bringing this year's P.R.I.D.E. Programme total to \$20,424.

Special thanks to all the dedicated volunteer callers who are responsible for the success of the first P.R.I.D.E. Phonathon:

Mrs. Eva Acs	Mrs. Carllen Griffith
Mrs. Bonnie Taylor	Mr. Norman Hannan
Mrs. Dorothy Allen	Mrs. Patricia Hannan
Mr. Paul Toriel	Mr. Peter Harding
Mr. Victor Allen	Mrs. Gail Johnson
Mrs. Balbir Bansal	Mrs. Charlotte Leger
Mr. Robert Bedrossian	Mrs. Corinne McLennan
Mrs. Estelle Bedrossian	Mrs. Rosemarie McLennan
Dr. Richard Diubaldo	Mrs. Catherine Munro
Mr. John D'Silva	Mr. Richard Savard



(From left to right)
Gail Johnson - P.R.I.D.E. Phonathon Chair, Brian Counihan - Dean of Students, Roy Bonin - Director of Libraries, and Rosemarie McLennan - Phonathon Vice-Chair, prepare to make contact with fellow P.R.I.D.E. members during the Parents' Phonathon held in February 1993.

GIVING AT THE LEADERSHIP LEVELS

Membership in Concordia University's Leadership Groups is a means of recognizing alumni and friends whose generous support demonstrates a commitment to the achievement of excellence in our institution. Such individuals represent the driving force behind Concordia University's present and future innovative leadership in the community.

Gifts from a family foundation, partnership, sole proprietorship, or closely held company may be deemed as equivalent to personal gifts. Matchings gifts from corporations will also be admissible toward membership in a leadership group.

We wish to take this opportunity to sincerely thank all leadership donors for providing the margin required to build true excellence.

THE RECTOR'S CIRCLE

The Rector's Circle is a designation of honour granted by the University to its top echelon of personal donors.

Individuals who made a personal gift or term pledge of \$10,000 or more to the Campaign for Concordia, between 1983 and 1988, became Charter Members. Two attractive plaques permanently recognize the names of these lifetime Rector Circle members. The first plaque is located in the new J.W. McConnell Building and the second in the atrium of the Vanier Library on the Loyola Campus.

Individuals who make outright gifts of \$2,000 or more per year, to the Annual Giving Programme, are invited to become Annual Members of the Rector's Circle.

In recognition of their generous support, members receive both The Rector's Circle Newsletter and the Concordia Magazine, together with invitations to a number of University activities and events. An annual black tie dinner is hosted by the Rector for members and their guests. Faculty Club and library privileges are additional benefits granted to this prestigious group of Concordia benefactors.



Last spring, members of the Governors' Circle, Dean's Circle and Faculty Associates were treated to a special Concordia evening. A cocktail reception was held in the University's Faculty Club on the Sir George Williams Campus, followed by the opening night presentation of "Life is a Dream", a play by Pedro Calderon de la Barca, at the D.B. Clarke Theatre. The event served to display the talents of some of Concordia's finest performers. "Life is a Dream" was written in 1635 during the Spanish Golden Age. Theatre Professor Dr. Philip Spensley directed the play and chose the acclaimed Adrian Mitchell/John Barton translation and adaptation that brought the Royal Shakespeare Company much success. The original music for this presentation was composed by Stephanie McLean of Concordia's Music Department. Left to right: Dean Fleming as Clarion, Joel David Maurice playing Clotaldo and Niki Landau as Rosaura, the female lead in the play.

THE GOVERNOR'S CIRCLE

The Governors' Circle is a society established to recognize leading individual donors who make personal contributions of \$1,000 or more to Concordia University's Annual Giving Programme.

The Board of Governors is the highest governing body of the University. Through the Governors' Circle, members of the Board publicly recognize the importance of Annual Giving and demonstrate the University's gratitude for leadership gifts.

The Governors' Circle Newsletter and the Concordia Magazine keep members abreast of key developments at the University. Donors benefit from library privileges and are also invited to attend a number of University and faculty events.

THE FACULTY AFFILIATION PROGRAMME

This programme recognizes all alumni of Concordia University and its founding institutions, who make annual gifts of \$100 to \$999 to the University. Matching gifts are counted towards membership in this leadership group. Three levels of leadership giving have been established within the Faculty Affiliation Programme:

Dean's Circle	Faculty Associates	Faculty Supporters
\$500 - \$999	\$250 - \$499	\$100 - \$249

Members receive "The Affiliate", a bi-annual newsletter highlighting a variety of new and exciting developments within their faculty of graduation (or the faculty of their choice). Members of the Dean's Circle and Faculty Associates are invited to attend numerous University and faculty events, allowing them the opportunity to meet with Deans, professors, students and remain active in the University Community.

VOLUNTEER LEADERSHIP



To mark the official closing of the 1992-93 Annual Giving Programme, the General Chair, Mr. Humberto Santos, hosted the last meeting of the Volunteer Leadership at Caisse Centrale Desjardins. Division leaders reported on the success of their fundraising efforts in the presence of Rector and Vice-Chancellor, Dr. Patrick Kenniff. From left to right: Benedict Lynton Khan (reported on behalf of Bernie Schroder, Toronto Corporations Committee Chair); Dr. Patrick Kenniff, Rector and Vice-Chancellor; Jonathan Wener, Corporations and Foundations Division Chair; Humberto Santos, Annual Giving General Chair; Kathleen Perry, University Community Division Chair; Peter Martin, Alumni Division Chair; Don Taddeo, Faculty and Staff Division Co-Chair. Absent that day were: Sally Aitken, Bernie Schroder, Terry McGuire, Richard Renaud, William Ashby and Sandra Spina.

HUMBERTO SANTOS (B.Comm.'75, MBA'79)
GENERAL CHAIR
President and Chief Operating Officer
Caisse Centrale Desjardins

JONATHAN WENER (B.Comm.'71)
CORPORATIONS & FOUNDATIONS DIVISION CHAIR
Chairman and Chief Executive Officer
Canderel Limited

BERNIE SCHRODER (B.Comm.'70, MBA'76)
TORONTO CORPORATIONS COMMITTEE CHAIR
Senior Vice-President
Royal Bank of Canada

PETER MARTIN (B.Comm.'64)
ALUMNI DIVISION CHAIR
President
Place Bonaventure Inc.

SALLY AITKEN (B.A.'64)
ALUMNI DIVISION CO-CHAIR

TERRY MCGUIRE (B.Sc.'70, M.S.'77)
PHONATHON CHAIR

RICHARD RENAUD (B.Comm.'69)
LEADERSHIP NAMES DIVISION CHAIR
Vice-Chairman
Benvest Capital Inc.

WILLIAM ASHBY (B.Comm.'64, B.A.'66)
TORONTO LEADERSHIP NAMES COMMITTEE CHAIR
Senior Vice-President
Beutel Goodman & Company Limited

KATHLEEN PERRY
UNIVERSITY COMMUNITY DIVISION CHAIR
Employment Equity Coordinator
Concordia University

SANDRA SPINA (B.A.'90)
FACULTY & STAFF COMMITTEE CO-CHAIR
Supervisor, Administrative Services
Marketing Communications
Concordia University

DON TADDEO
FACULTY & STAFF COMMITTEE CO-CHAIR
Dean, Faculty of Engineering and Computer Science
Concordia University



The Alumni, Leadership Names and Corporate Divisions saw an increase in the number of canvassers this year. With the efforts of 26 dedicated volunteers, the Alumni personal canvass raised an outstanding sum of \$21,325. A record \$58,221 was raised by 14 Montreal and Toronto Leadership Names canvassers. In the Corporate Division, a total of 42 canvassers in Montreal, Toronto and Ottawa, personally contacted over 275 companies and raised a total of \$82,925.

Together, volunteer leaders, canvassers, members of the P.R.I.D.E. Parents Advisory Committee and Advancement staff victoriously celebrated the closure of the 1992-93 Annual Giving Programme. From left to right: Irvin Dudeck, Faculty & Staff Committee member; (sitting) Paul Vanasse, canvasser - Leadership Names Division; (standing) William Wilson, canvasser - Leadership Names Division; (kneeling) John D'Silva - Parents Advisory Committee member; Norman Hannan - Parents Advisory Committee member; (standing) Michel Petit, canvasser - Corporate Division; (sitting) Benoit Pelland, canvasser - Corporate Division and President of the Concordia Alumni Association; (standing) Michael Judson, canvasser - Corporate Division and Alumni Phonathon Vice-Chair; (kneeling) Richard Savard, Parent Advisory Committee member; Dominique Adrien, Vice-Chair - Alumni Phonathon; Kathryn McMorrow, Vice-Chair - Alumni Phonathon;

Our sincere thanks and appreciation goes to the record 344 volunteer alumni, faculty, staff, students, parents and friends who were actively involved in the 1992-93 Annual Fund. Your generous support and remarkable fundraising efforts assured the success of this year's Annual Giving Programme. Once again, congratulations and many thanks to all!

IN MEMORIAM

The August 24th, 1992 shooting on the ninth floor of the Henry F. Hall Building at the Sir George Williams Campus, took the lives of four Concordia University professors: Matthew Douglass, Michael Hogben, A. Jaan Saber and Phoivos Ziogas. Elizabeth Horwood, secretary to the Chair of Mechanical Engineering, was also wounded in the attack.

To honour the memory of our cherished colleagues, the University has established the Concordia Memorial Endowment Fund. The University community launched the Fund with proceeds from the Concordia Shuffle. This meaningful event took place Wednesday, September 23rd, 1992; 356 Concordians joined in the 6.5 km walk from the Loyola Campus to the new McConnell building downtown. A total of \$29,808 was raised and designated to the Memorial Fund.

ANNUAL GIVING INFORMATION

The Annual Giving Report is published by the Office of University Advancement and is mailed to donors who made gifts of \$100 or more during the 1991-1992 annual campaign. We apologize for any errors or omissions. Please direct all inquiries to:

Office of University Advancement
Concordia University
1455 de Maisonneuve Blvd. West
Suite BC-319
Montreal, Quebec
H3G 1M8
Tel: (514) 848-4856
Fax: (514) 848-2803

Christopher Hyde, Director, University Advancement
David Brown, Director, Capital Gifts
Carole Kleingrib, Director, Annual Giving
Shan Impey, Director, Support Systems & Services
Hélène Cossette, Advancement Officer
Robert Eschenasi, Advancement Officer
Sylvie Battisti, Advancement Associate

Michael Hainsworth, Director, Mktg Communications
Ghislaine Daoust, Director, Translation Services
Design: Don Loiselle, Quadro Graphic